

RJ REYNOLDS

TOBACCO COMPANY

February 23, 1996

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
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Williamsville, NY 14221
(716) 634-9232
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 **E-Mail**

#1642 / B. A. Cook
#1645 / R. M. Duszynski

**INTRODUCTION: DORAL FF BOX / DORAL FF MENTHOL BOX
PROMOTION #600895 / B1G1F**

Listed below is your allocation for the above referenced program. All pertinent information detailing this promotion is included in FSC-31-A. As previously communicated, our allocation will not support all of the Region's direct accounts. Therefore, each of you have been allocated a share of the Region's entire allocation.

You should target your Partners accounts (convenience / gas) that should afford us the greatest opportunity. Should you feel it necessary to include Key Partners' accounts called on your Account Managers, let's utilize.

THE FIRST AVAILABLE ORDER DATE IS **MARCH 11, 1996**, AND THE EARLIEST DELIVERY DATE WILL BE **MARCH 25, 1996**. KEEP IN MIND THAT ALL PRODUCT **MUST** BE SHIPPED INTO DIRECTS ON, OR BEFORE, **MARCH 29TH**.

PROMOTION #600895

Syracuse Chain #1642

120 Doral FF Box B1G1F
120 Doral FF Menthol Box B1G1F

Buffalo Chain #1645

109 Doral FF Box B1G1F
109 Doral FF Menthol Box B1G1F

The ROU (Judy Campbell) will be responsible for ordering all B1G1F product for this promotion. Enclosed for your convenience is a Form for ordering product and support materials for this promotion. ***All orders must be received at the ROU on, or before, March 6, 1996.***

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Should you have any questions, please contact me.

Sincerely,
Stephen

S. R. MacLeod
Regional Operations Manager
SRM/jc
cc: J. Campbell

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